

## Message Text

UNCLASSIFIED

PAGE 01 MELBOU 00153 202240Z  
ACTION EB-07

INFO OCT-01 EA-09 ISO-00 SS-15 LAB-04 /036 W

-----210453Z 120700 /17

R 200529Z JAN 77

FM AMCONSUL MELBOURNE

TO SECSTATE WASHDC 3732

USDOC WASHDC

AMEMBASSY SINGAPORE

INFO AMEMBASSY BANGKOK

AMEMBASSY CANBERRA

AMEMBASSY JAKARTA

AMEMBASSY KUALA LUMPUR

AMEMBASSY MANILA

AMEMBASSY RANGOON

AMEMBASSY SEOUL

AMEMBASSY SUVA

AMEMBASSY TAIPEI

AMEMBASSY TOKYO

AMEMBASSY WELLINGTON

AMCONSUL BRISBANE

AMCONSUL FUKUOKA

AMCONSUL HONG KONG

AMCONSUL OSAKA KOBE

AMCONSUL PERTH

AMCONSUL SURABAYA

AMCONSUL SYDNEY

AMCONSUL AUCKLAND

UNCLAS MELBOURNE 0153

STATE FOR EB/OCA - SACCHET; USDOC FOR BIC/OIM - MORSE;  
SINGAPORE FOR TC - CLAUSEN

E O 11652 N A

TAGS BEPX, OCON, AS, SN

SUBJ: EAST ASIA COMMERCIAL OFFICERS CONFERENCE

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REF STATE 301183

1. RECOGNIZING AGENDA PREPARATION WELL UNDERWAY, WOULD LIKE  
SEE FOLLOWING ASPECTS COMMERCIAL WORK DISCUSSED UNDER ONE  
OR OTHER HEADING OF MANY EXCELLENT TOPICS ALREADY SUGGESTED.

2. DO STATE AND COMMERCE REGARD CURRENT COMMERCIAL STAFFING LEVELS, AMERICAN AND FSLE, AS ADEQUATE IN TERMS OF PERFORMANCE RESULTS OBTAINED AND RELATIVE TO PROJECTED TRADE EXPANSION? IF NOT, WHAT ARE THE PROSPECTS OF ADDITIONAL STAFFING WHERE NEEDED? IF NOT TOO SOON TO KNOW, WOULD LIKE TO KNOW INCOMING ADMINISTRATION'S VIEWS ON SIGNIFICANCE OF FOREIGN SERVICE POSTS AND TRADE CENTERS AS INSTRUMENTS OF U.S. EXPORT EXPANSION, IE, CAN POSTS AND/OR TCS HOPE FOR MORE, THE SAME OR LESS SUPPORT, ESPECIALLY IN STAFFING?

3. SIMILARLY WOULD WELCOME DISCUSSION OF BUDGET SUPPORT FOR COMMERCIAL WORK. WHAT ARE PROSPECTS OF MORE REALISTIC BUDGET FOR COMMERCIAL REPRESENTATION WORK? AS MAJORITY OF TRADE PROMOTION EVENTS SPONSORED BY POSTS OR BY POSTS - CUM - U.S. BUSINESS/LOCAL BUSINESS COMMUNITY INVOLVE POST AS HOST OR CO-HOST OF RECEPTION, SOME THOUGHT COULD BE GIVEN TO SEPARATE BUDGETING FOR THIS PURPOSE. THIS WOULD BE GREAT ENCOURAGEMENT TO POSTS TO SPONSOR MORE SUCH PROMOTIONS.

4. RELATIONSHIP OF CCP CAMPAIGN AND OTHER CCP ACTIVITIES TO OTHER COMMERCIAL-ECONOMIC WORK MAY MERIT SOME GROUP ANALYSIS. WHILE CCP SERVES PURPOSE OF FOCUSING ANY RESOURCES WE HAVE FREE FOR INITIATIVE-TALKING, ALL POSTS NO DOUBT STILL FACED WITH FACT THAT "ROUTINE", "RESPONSIVE", "TARGET OF OPPORTUNITY" WORK (TO USE SOME OF MOST COMMON TERMS FOR WORKLOAD WE CANNOT FORESEE OR COMPLETELY CONTROL) MUST BE DONE AND NEED AT LEAST AS MANY MAN-HOURS AS CCP, USUALLY MUCH MORE. ALSO, WOULD BE INTERESTED IN HEARING OTHER'S VIEWS ON CCP CAMPAIGN MANAGEMENT STRUCTURES AND UNCLASSIFIED

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CCP CAMPAIGN DESIGN (FLEXIBLE VS RIGID) ITSELF.

5. PLACE OF TRADE PROMOTION EFFORTS (INCLUDING CCP) RELATIVE TO REPORTING OF ECONOMIC INTELLIGENCE AND OTHER ACTIVITIES OF BROADER DIMENSION, SUCH AS PROMOTION OF U.S. ECONOMIC/COMMERCIAL POLICY GOALS BY APPROPRIATE TYPES OF REPRESENTATION AT VARIOUS LEVELS IN HOST COUNTRY WOULD ALSO BE WORTH DISCUSSING.  
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## Message Attributes

**Automatic Decaptoning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
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22 May 2009  
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